

# LUFKIN ROUNDUP

DECEMBER 1988



MERRY CHRISTMAS AND HAPPY NEW YEAR

## From The President's Desk

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### *Peace On Earth - Goodwill Towards Men*



With the many economic upheavals that we have seen in 1988, we now have a positive sign of peace throughout the world that we have not seen for many years.

Although we are a long way from worldwide brotherhood, we have certainly seen the winding down of many conflicts and hostilities throughout the world. Peace is always more a hope than a certainty, but there are now indications that it is possible to live together without armed conflicts and hostilities.

Together, we should look for ways that we can apply this same hope of friendship and cooperative spirit to our lives, to our community, and to our workplace.

Let's think of the true gifts that we can give each other not just in this Christmas season, but throughout the year - - not material gifts, but

gifts of substance and caring: a warm smile, a pat on the back, or a cheerful word of encouragement. Let us remember words like "thank you" and "How can I help you?." Let's be thankful for the gifts that are bestowed upon each of us daily: the beauty of a sunset on a fall day, the thrill of accomplishment, and the fun of working together to create the world's best company.

Thanks for your efforts in making our community a better place to live, our company a better place to work, and for providing truly excellent products and services to our customers.

May all the joys and blessings and hopes of Christmas season be with you and your family.

A handwritten signature in dark ink, reading "F B Stevenson". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

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**Frank B. Stevenson**

# CAD/CAM: A Dynamic Duo

Lufkin Industries, Inc. is proud to announce the marriage of CAD, Computer Aided Design, to CAM, Computer Aided Manufacturing. Thanks to Applicon Schlumberger software, communication has been established between CAD and CAM resulting in an integrated CAD/CAM system for pumping unit design and production.

A link-up has been established between Product Engineering downtown and Manufacturing Engineering at Buck Creek. September 1, 1988, marked the installation of work stations completing the CAD/CAM linkage. Although CAD has been used by LUFKIN for approximately eight years, it was primarily dedicated to industrial gears. Recently implemented for pumping unit design, CAD offers a new method of design work to pumping unit designers.

Darrell Luce and Colbert Rittgers, Product Designers, construct pumping units from scratch on the new CAD/CAM systems. Once the pumping unit structural parts have been designed to manufacturing specifications, the drawings are transmitted by phone modem to the Buck Creek work station where they are received by David Meaux, NC Operator.

In the past, blueprints were delivered from Engineering to Buck Creek through the company mail system. The pumping unit parts were then re-drawn on the computer to the same measurements indicated on the blueprints. The drawings are now downloaded by modem to Buck Creek computers to exact specifications which eliminates the redrawing step. The addition of CAD/CAM reduces the previous process time by approximately 60%.

Once the drawings are stored into the Buck Creek central processing unit, Meaux gains access to them through his computer and selects the parts to be



Rick Huckabee, Burner, watches the cutting operation of a horsehead that was programmed through the computer located above the controls. The tape reel, located at the bottom of the control panel, has been eliminated. Inset: David Meaux, NC Operator, designs a tool path for machine operations.

machined. Next, he arranges the parts on a plate drawing which is specifically matched to those in the machining area. From this point, he uses Numerically Controlled Graphics, NCG, to indicate the tool path of the machining operation. Once completed, these instructions are stored into the DNC (Direct Numerical Control) main storage unit which is accessible by machine operators in the plant.

With a computer hook-up to the machines, the operator can call up the programmed tool path operation and within seconds, the cutting of a horsehead or belt cover is underway. From the machine operators perspective, CAD/CAM has eliminated the use of tape reels that previously carried the tool path program.

Overall, the introduction of CAD/CAM to pumping unit engineering has reduced the time it takes from design to machining while it has increased efficiency and accuracy. Revisions can also be implemented quicker and easier.

A recent product of the CAD/CAM system is the new RM unit which was drawn almost entirely on CAD. A 3-D model is displayed on the computer showing unit assembly. Parts from the unit are then separated allowing drawings to be made and sent to the shop for production.

See CAD/CAM, page 6

# LUFKIN Service Centers

by Sharon Henderson  
photos by Viron Barbay

A LUFKIN pumping unit operating in the flat plains of Odessa or the sandy deserts of Egypt carries the quality assured LUFKIN name. From the structural steel base to the horsehead, Lufkin Industries' pumping units carry a guarantee of satisfaction.

Like all mechanical equipment, pumping units require parts and service and that's where LUFKIN's Pumping Unit Service Centers play a vital role in keeping LUFKIN pumping units operating like new.

LUFKIN currently has five service centers located across the country including Casper, Wyoming; Bakersfield, California; Oklahoma City, Oklahoma; Kilgore, Texas; and Odessa, Texas. Each of these centers are staffed to meet the demand of that areas particular market. Danny Martin, Parts & Service Manager, oversees the operation of each center.

The function of the centers is to provide complete service repair to both LUFKIN and non-LUFKIN pumping units. This includes field maintenance and replacement parts. A reduced market for new equipment has been partially offset by the increased demand for repair service. The service centers are not exactly new to LUFKIN; however, independent service centers have recently emerged to compete in the same market. Similar to gear repair and trailer parts and service businesses, pumping unit repair presents another opportunity to serve LUFKIN customers.

LUFKIN has always maintained a quality reputation for pumping units and carries that same guarantee with its replacement parts. In fact, a certificate of guarantee is included with all replacement part purchases assuring the customer of the same strict design, metallurgical, and machining standards as the original LUFKIN

equipment. LUFKIN also guarantees its products to be free from defects, to fit correctly, and, when properly installed, to give unequalled performance and reliability.

One of the keys to the pumping unit repair business' success is exposure according to Parts & Service salesmen Mike Huff, Odessa and Jon Pennington, Casper. It is the job of LUFKIN's service centers to get the word out that LUFKIN repairs pumping units with unmatched quality replacement parts. Willard Chappell, Manager of LUFKIN's Kilgore office says being aware of the customer's needs is the key to the service center's success.

Other services provided by LUFKIN Service Centers include installation of new and used units, providing field analysis and repair, and carrying a service warranty on all products. Keeping repair parts in stock provides another advantage for LUFKIN customers since no time is wasted shipping parts out from the LUFKIN plant.

Some of the repair facilities, such as the one in Kilgore, are involved in selling used LUFKIN pumping units. LUFKIN will buy back non-operating LUFKIN units from customers, perform maintenance work on the unit, add a fresh coat of paint, and sell the unit as a used model.

It's always been a tradition of Lufkin Industries, Inc. to provide top quality products backed with top quality service, and it's a tradition that continues.

To the right: Kilgore, Texas is home to one of LUFKIN's Service Centers. Installation of pumping units is one of several services provided by the center. Clockwise: Rick Hughes and Alfred Mitchell look over blueprints before setting the foundation. Gary Atchley attaches the samson post of a Mark II to the base. Mitchell hooks chains to an assembled unit which contains the counterweights, gearbox, beltcover, and motor mounted on the base. Atchley backs the crane to the assembled unit before lifting it to the foundation for installation.



# Supervisor's Training Class Graduates



FR: Wayne Shelton, Gladys Partridge, Betty Wilson, Leslie Haag, Richard Guevara  
BR: Mondorfe Hadnot, Jeff Lankford, John Cantrell, Gary Long



FR: Marlin Anthony, J.C. Crawford, Larry Havard, Morty Halyard  
BR: Steve Bailey, Gene McGallion, Roy Reyes, Tenney Braden

Lufkin Industries, Inc. held a banquet for graduates of the Supervisor's Training Course. Twenty-three employees of LUFKIN received certificates of completion following a six week training session.

Some of the speakers from the course included Wayne Shelton, Machine Shop Manufacturing Engineering, who spoke on keeping the lines of **communication** open. Jeff Lankford, Foundry, emphasized the importance of **training** in the workplace and Gene McGallion, Structural Fabrication, voiced the concern of **safety** as one of the most important tools on the job.

Before delivering the invocation, Tenney Braden, Engineering, added one more word to the lessons learned during the course - - "**thankfulness.**"

Frank Stevenson, President of Lufkin Industries, Inc., congratulated the class for achieving another step toward the goal of success. He said LUFKIN does not have employees, but partners; LUFKIN does not have jobs, but careers; and LUFKIN does not have supervisors, but leaders. He also recognized the graduates as those who take the initiative to inspire teamwork.

## On The Road To Success

### Corporate Communications

Sharon Henderson .....Secretary to Associate Editor/Producer

### Foundry

Odie Watts .....Project Technologist to Maint. Supervisor

### Machine Shop

John Reece .....Machinist Helper to Assembler B

### Structural Fabrication

James Burse .....Shotblast Operator to Spray Painter

### Trailer Division

William Troy Allen .....Utility Maintenance B to Welder A

## CAD/CAM continued

The next step for the CAD/CAM system is a link-up from Product Engineering to Machine Shop Manufacturing Engineering. Estimated time of completion is within one year. Currently, the primary pumping unit applications for CAD/CAM are structural elements; however, the goal is to expand the system to include all areas of the company in the future.

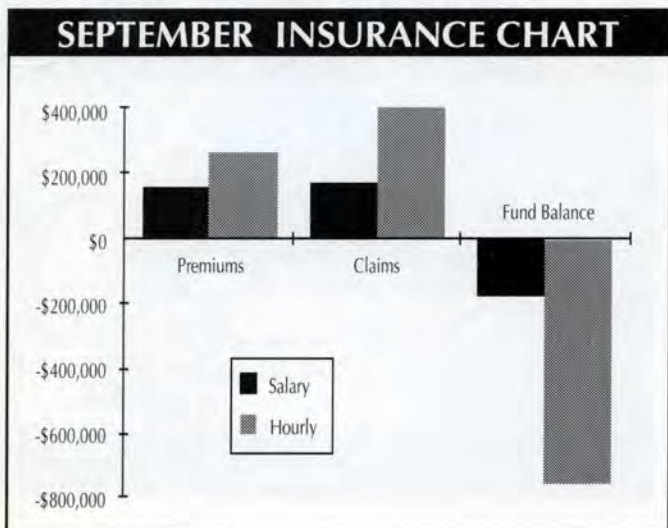
**by Sharon Henderson  
photos by Viron Barbay**

# DECEMBER ANNIVERSARIES

<b>Accounting</b> Jim Massingill ..... 32 Fern Basey ..... 29 Liz McDonald ..... 22 Fern Athey ..... 19 Linda Palomino ..... 10 Pamela White ..... 10 Janice Kupec ..... 8 Tim Stacy ..... 7 David Reeves ..... 3 Pat Talley ..... 3 June Bordelon ..... 1	<b>Foundry</b> Arthur Moye ..... 27 Ben Sallas ..... 19 Herman Horace ..... 18 Leroy Reed ..... 16 David Allen ..... 13 Scott Semlinger ..... 13 Salvador Rodriguez .. 10 Donald Bogany ..... 10 Curtis Grigsby ..... 7 Ronald Hopson ..... 7 Clifford Johnson ..... 1 James Dean ..... 1	Bill Pitman ..... 14 Langston Martines .... 13 Kenneth Crawford .... 12 Gary Underwood ..... 12 Johnny Armstrong ..... 12 Vernon Whiteley ..... 11 Jonny Eoff ..... 10 Dietrich Schoennagel 10 James Ward ..... 10 Samuel Hughes ..... 9 Danny Morris ..... 9 Simon Aguilar ..... 9 Wellborn Gafford ..... 9 Pam Boles ..... 4	<b>Sargent</b> Tyrone Browning ..... 8 Robert Ackerstrom ..... 8 Leroy Hoecherl ..... 7	Bobby Moore ..... 5 Kenneth Rich ..... 5 Daniel Oliver ..... 5 Kerry White ..... 5 Kenneth Sowell ..... 4 Vince Minefee ..... 4 Florine Thompson ..... 4 Martin Lopez ..... 2 Thomas Kilgore ..... 1 Leonard Guillory, Jr. ... 1 John McAdams ..... 1 Robert Odstrcil ..... 1 Jerry Swearingen ..... 1 Timothy Carter ..... 1
<b>Assembly &amp; Shipping</b> Ervin Reynolds ..... 25 Eugene King ..... 15 Gary Crustner ..... 10	<b>Industrial Supply</b> Charles Anderson ..... 27 Milton Houck ..... 19 James Curry ..... 8	<b>M. I. S.</b> Gene Stewart Jr. .... 16	<b>Trailer Division</b> J. W. Watson ..... 27 Raymond Redd ..... 25 Thomas Windham .... 17 Arthur Nelson ..... 17 Clevon Harper ..... 16 Larry Havard ..... 16 Garvis Edwards ..... 15 Curley Jenkins ..... 15 Essie Jenkins ..... 15 Ethel McClendon ..... 15 Cloteal Malone ..... 15 James Stuckey ..... 13 Linda Whitten ..... 12 David Jackson ..... 11 Robert Waddell ..... 11 Robby Williams ..... 11 Eugene Huntsman ... 11 Roland McGee ..... 9 Maebelle Hearne ..... 9 Ronald Meaux ..... 9 Midge Cooney ..... 7 William Salmons III ... 5 Jessie Brooks ..... 5 Vandy Sowell ..... 5 Jerri Gilbert ..... 5	<b>Welding Shop</b> Morris Hodges ..... 32 Henry Schoubroek .... 27 Ide Russell ..... 27 Prentice Coleman ..... 27 Otis Jenkins ..... 24 Tommy Reynolds ..... 19 Paul Taylor ..... 15 James Dalahite ..... 14 Lottie Williams ..... 14 Oswell Smith, Jr. .... 14 Perry Dixon ..... 13 Larry Caples ..... 12 Jerry Walker ..... 10 Lupita Lerma ..... 9 Dale Staten ..... 9 Gene Williams, Jr. .... 9 Michael Edwards ..... 7
<b>Canada</b> Eduardo Eslava ..... 5	<b>Machine Shop</b> Floyd Jones ..... 27 Bryant Matthews ..... 27 Darrel Powers ..... 27 Franklin Kegler ..... 25 Linwood Havard Jr. ... 24 W. H. Crager ..... 18 John Brittain ..... 18 Jerry McGuire ..... 16 Robert Phillips ..... 16 Ira Jones ..... 15	<b>Machinery Sales</b> Louis Miceli ..... 13 Ricky Hughes ..... 12 Richard Schlabach .... 10 Jon Pennington ..... 9 George Morales, Jr. .... 1		
<b>Corporate</b> Danny Martin, Jr. .... 13 Herb Green ..... 7		<b>Material Control</b> Jimmy Humbert ..... 12		
<b>Engineering</b> Jim Mewbourn ..... 26 Edward Slemmons .... 10 Cheryl Jourdan ..... 1		<b>Personnel</b> Joyce West ..... 4		

Insurance Chart for September shows Salary Premiums at \$161,157, Salary Claims at \$172,168 and a Fund Balance of -\$182,200.

Hourly Premiums are shown to be \$262,904, Hourly Claims are \$403,229 with an Hourly Fund Balance of -\$759,163.



## ON THE COVER

Signifying the spirit of the holiday season, the Corporate office displays its annual Christmas tree.

Decorated by Southway Gardens, the noble fur tree stands 15 feet high with over 7000 tiny white lights wrapped around the white flocked branches.

Matching the decor of the room, the colors on the tree are cranberry, silver, and green. Other decorations include mirrors, punchonello garland, sparkling ting ting, bows and baskets.

Two wreaths also hang in the Corporate lobby decorated with ribbons, bows, and poinsettias.

The Christmas season is a time to be thankful and a time of giving. Merry Christmas and Happy Holidays!

## THE ROUNDUP

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 For active and retired employees and their families.

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## The LUFKIN Team



*Adrian Windham*



*Jimmy Suell*



*Robert Gresham*